

Utah Technology Council



- Non-Profit Business Association
 - Funding
 - Growth
 - Quality Workforce
- UTC Experience
 - 15 years
 - 600 companies in IT, Life Science, Cleantech
 - Business Political Action Committee

UTC Services



- Services UTC provides businesses
 - Networking
 - Peer-2-Peer forums
 - Group Healthcare
- Problems UTC helps with
 - Promote Legislative Issues for Business
 - Finding and Recruiting Talent
 - Promoting Utah

Best Fit



- Attributes of your “best fit” customer:
 - Business leaders and Entrepreneurs
 - Service providers
 - Early stage through Fortune 500
- Fund of Funds
 - There was not enough venture capital in Utah
 - Created a \$300 million Fund of Funds
 - \$249 M, \$1 B, 3,449 jobs, \$60 M called.

To Contact UTC



- Mark Lehnhof
- mark@utahtech.org
- 801-568-3500
- www.utahtech.org
- 2855 E. Cottonwood Parkway
Suite 110
Salt Lake City, UT 84121

- Role played in the renewable and energy efficiency marketplaces
 - Build and execute strategy to recruit quality companies to Utah
- Experience:
 - Established in 1987
 - 19 full-time staff members
 - Work hand in hand with GOED Cluster team
 - First Wind – Milford Wind Corridor Project

Services

- Services you can provide businesses:
 - Site Selection Project Management
 - Site Selection Visits
 - Project Due Diligence
 - Economic Data Research
- Problems you can solve for them
 - Public/Private Connections
 - Information Gathering
 - Understanding Tax Credit Programs

Best Fit

- Attributes of your “best fit” customer:
 - Quality Jobs
 - Capital Investment
- Customer success story:
 - Procter & Gamble – water issues
 - Brought all parties together to problem solve
 - Met the company requirements

To Contact EDCUtah

- Todd Brightwell, VP, Business Development
- tbrightwell@edcutah.org
- 801-328-8824
- www.edcutah.org
- 201 South Main Street, Suite 2150
Salt Lake City, UT 84111

Governor's Office of Economic Development International Trade & Diplomacy

- Our Role:
 - 1 Assist companies in developing international markets
 - 2 Host foreign dignitaries and delegations
 - 3 Seek foreign direct investment in Utah
- Our Expertise:
 - Four experienced trade directors
 - Six international trade representatives (Chile, China, Europe, Korea, Japan, and Mexico)
 - Six trade and hosting coordinators

Services

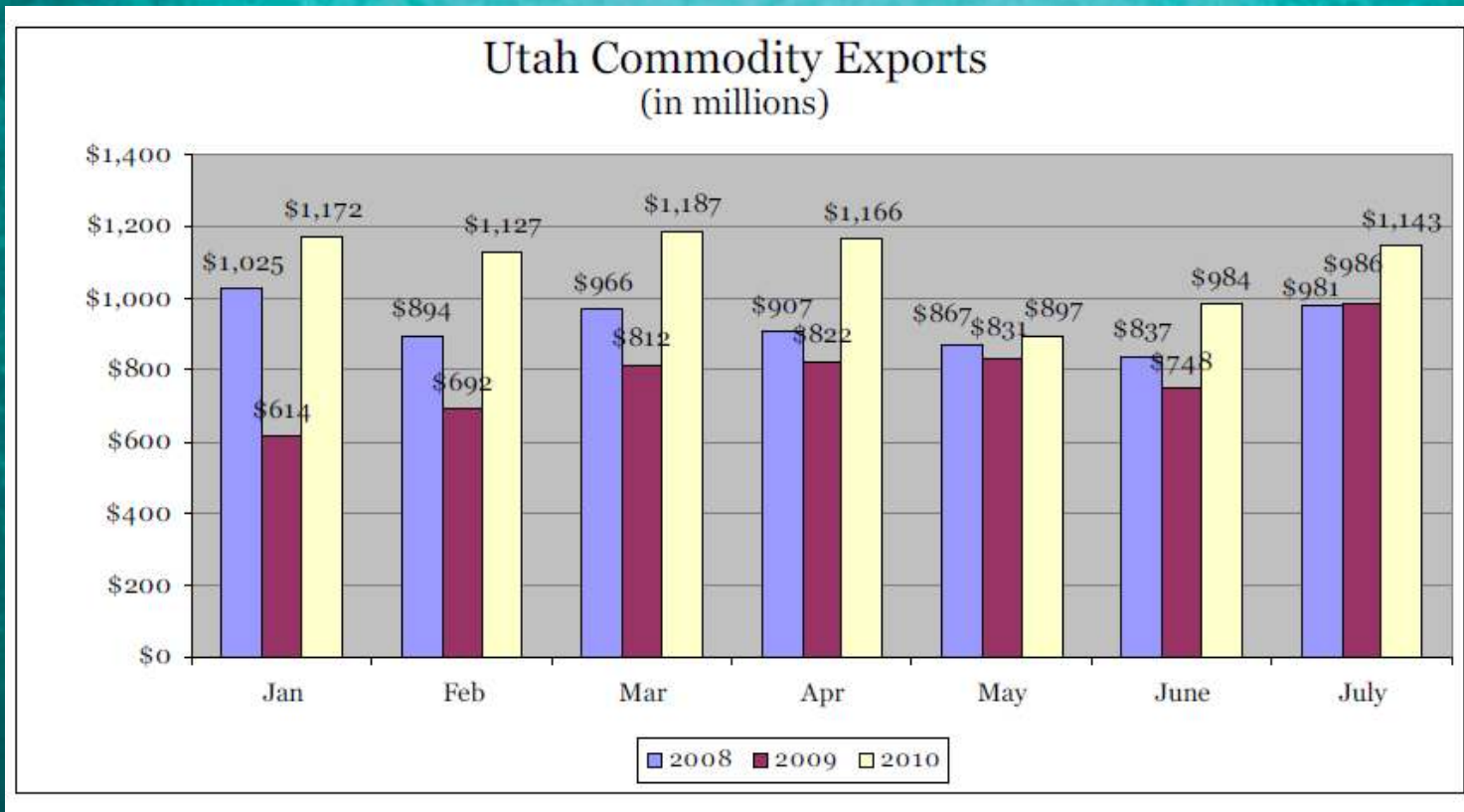
- Our Services:
 - Training classes and seminars
 - Trade missions
 - One-on-one counseling
 - International contacts
- Our Partners:
 - World Trade Center Utah
 - United States Commercial Service

ITDO Best Fit

- Our customers:
 - Emerging Utah firms seeking global expansion
 - Established Utah firms seeking increased exports to new regions
 - International businesses seeking United States investment opportunities
 - Foreign dignitaries and delegations

International Trade Update

- Our successes:



International Trade Update

- Our successes:

Export Commodities

1	Primary Metals (Gold)
2	Electronics
3	Medical Equipment
4	Industrial Machinery
5	Aerospace Equipment
6	Primary Metals (Copper)
7	Mined Ores
8	Auto Parts
9	Food Preparations
10	Cosmetics

Utah Trade Facts

No. of Utah companies exporting:

2,887

No. of Utah jobs from exporting:

94,060

Average export worker wage :

150%

Above that of the average
American worker

Export Destinations

1	United Kingdom
2	India
3	Canada
4	Switzerland
5	China
6	Taiwan
7	Mexico
8	Singapore
9	Japan
10	Korea, Republic Of

To Contact ITDO

- Craig Peterson
- cepeter@utah.gov
- 801-538-8778
- business.utah.gov
- 324 S. State Street, Suite 500
Salt Lake City, UT 84111



World Trade Center Utah

- Role played in the renewable and energy efficiency marketplaces
 - Attracting foreign investment in this industry to the Utah market
 - Assisting with international regulatory, political and other barriers



Experience

- WTCU established Sept. 11, 2006
- Staff has a comprehensive local, regional and international rolodex
- Currently engaged with European renewable energy company with a potential \$180 M. investment in Utah



Services

- We can provide businesses:
 - Assessment of their international needs and challenges
 - Connections to key international resources, agencies and processes
 - Education about unique international requirements and processes

Problems we can facilitate

- Getting access to key players at the local, regional, national and international level
- Identifying essential next steps
- Gaining an understanding of the political and regulatory environment overseas



Success Story

- Our 'best fit' : an SME already involved in international business and seeking to expand globally
- Customer success story:
 - Problem: Companies seeking the “right” partners for international leads
 - Service: Locating and linking them with those partners
 - Results: Significant progress on their international expansion agendas



Contact: World Trade Center Utah

- Name: Lew Cramer, President & CEO
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Salt Lake City, UT 84111



Robin Riggs

Salt Lake Chamber of Commerce

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www.slchamber.com

Procurement Technical Assistance Center (PTAC)

- Role played in the renewable and energy efficiency marketplaces
 - Assist Utah small businesses to expand marketing to government (federal / state / local)
 - Assist small businesses to partner with larger companies to seek government contracts
- Experience:
 - 15 years in the marketplace
 - “Outstanding” in Performance Audit by DOD / DLA for the last 3 years
 - Outreach events for NSA Data Center

Services

- Services:
 - Step by step assistance through the bid process for government
 - Educational workshops and conferences
 - Facilitation with networking and contracting partnerships
- Assist:
 - Finding the right match for bidding
 - How to market to the government and military
 - How to find grant possibilities, loan guarantees, etc.

Best Fit

- Attributes of your “best fit” customer:
 - Utah Based Companies
 - Utah Small Businesses
 - Prime contractors willing to partner
- NSA Data Center:
 - Five final bidders
 - Outreach meetings required for all five bidders
 - We were able to get 400 to 600 people per meeting

To Contact Utah PTAC

- Fred G. Lange
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Governor's Energy Advisor

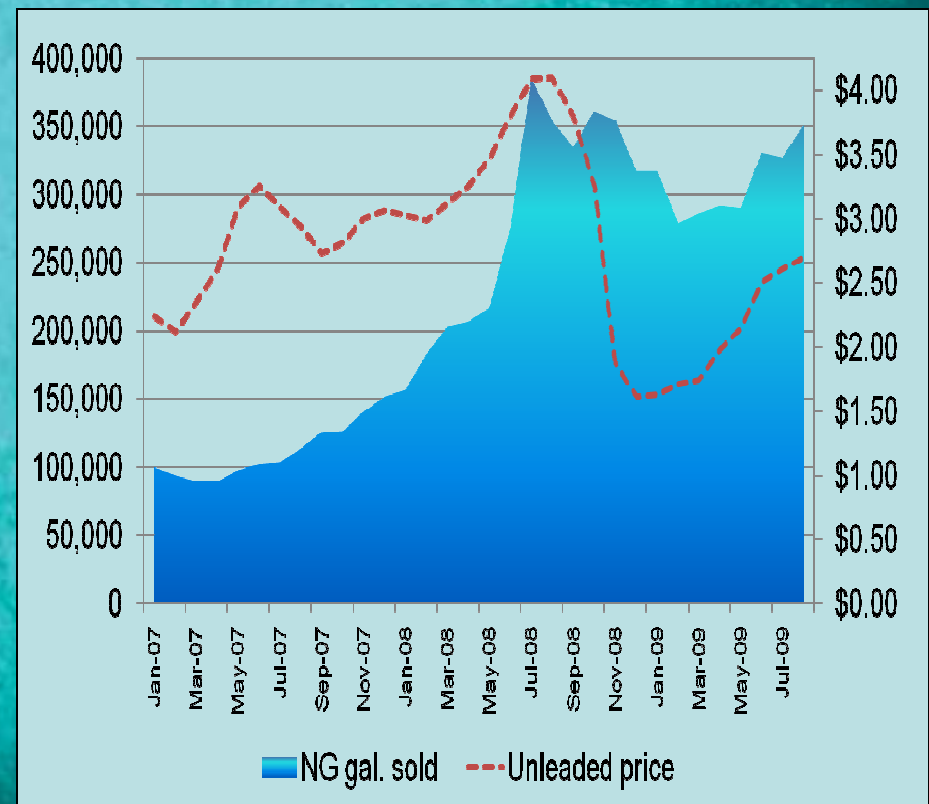
- Renewable energy and efficiency roles:
 - Promote development of cost-effective resources
 - Coordinate energy regulatory process
 - Promote energy efficiency
- Energy development and efficiency expertise:
 - I-15 CNG Corridor
 - Utah Renewable Energy Zones (UREZ)
 - Utah Building Energy Efficiency Strategies (UBEES)

Services

- Energy Advisor's Office:
 - Reduce uncertainty
 - Connect business with state services
 - Facilitate government coordination
- Problem-solving:
 - Identify agency experts and roles
 - Convene stakeholders - Utah Energy Forum
 - Provides online tools and resources

Best Fit

- “Best Fit” customer:
 - Energy or efficiency development/technology
 - Needs help on next steps
- Success story:
 - Insufficient CNG Stations
 - Questar Gas
 - Utah Clean Cities
 - State of Utah
 - 2007: 19
 - 2010: 29
 - 2011: 40



Contact Governor's Energy Advisor

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- Dianne 801-580-0471
Cherie 801-538-8652
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- Governor's Energy Advisor
324 S. State St., Suite 500
Salt Lake City, UT 84111

Utah Department of Environmental Quality

- Role played in the renewable and energy efficiency marketplaces
 - 1 Regulate air, land, water impacts
 - 2 Participation in state/national policy making
 - 3 Work closely with business associations
- Experience:
 - Environmental scientists, engineers
 - Several on staff with direct energy development experience

Services

- Services you can provide businesses:
 - 1 Pre-design meeting to assist permitting
 - 2 Online information and services
 - 3 Recognitions for those going beyond
- Problems you can solve for them
 - 1 Initial questions answered “at once”
 - 2 Program points of contact
 - 3 Ombudsman services, if needed

Best Fit

- Attributes of your “best fit” customer:
 - 1 Regulated by our programs
 - 2 Has solid proposal; more than an idea
 - 3 Provides complete information
 - 4 Asks questions

To Contact DEQ Business Asst.

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- Website www.deq.utah.gov
- Address 195 N 1950 West SLC

Bureau of Land Management

- BLM's role in the renewable and energy efficiency marketplaces includes:
 - ✓ A Public Land Management Agency within Utah
 - ✓ Managing a Variety of Uses of the Public Land
 - ✓ Permitting of Rights-of-Way for Utility-Scale Renewable Energy & Transmission Projects
 - ✓ Serving as the Lead Agency within the Dept. of the Interior to Expedite RE and Transmission Project Development for Federal Onshore Lands

BLM's Experience:

- Agency Established in 1946
- Have Administered Large-scale Energy Development on the Public Lands (Wind, Solar, Geothermal, Biomass)
- During the Past 10-Years, Have Completed Major Streamlining Initiatives
- DOI Secretary Established Renewable Energy Coordination Offices/States



*Milford Wind Corridor
Project*

Renewable Energy Business Summit - 11/15/10

BLM Services

- **Services we can provide:**
 - ✓ Information on Where RE Resources Exist in Utah
 - ✓ Information on Current RE Project Permit Activity
 - ✓ RE Project Permit Application Assistance/Processing
- **Problems we can help solve:**
 - ✓ Identifying Land Use Conflicts for RE Development
 - ✓ Facilitating Contact with Key Stakeholders/Partners
 - ✓ Improving Project Permit Application Quality to Minimize Permit Rework and to Avoid Delays

Best Fit

- Attributes of a “Best Fit” BLM Customer:
 - ✓ Have a Good Idea of What They Want to Do
 - ✓ Initiate Coordination with BLM Early in the Project
 - ✓ Have Realistic Project Time Horizons
- Customer Success Story:
 - ✓ First Wind’s Milford Wind Corridor Project
 - ✓ BLM Approved Phase I, II and Powerline ROWs
 - ✓ Company Had No Prior Experience with Permitting on Public Lands in the West – Now Very Proactive

To Contact BLM Utah

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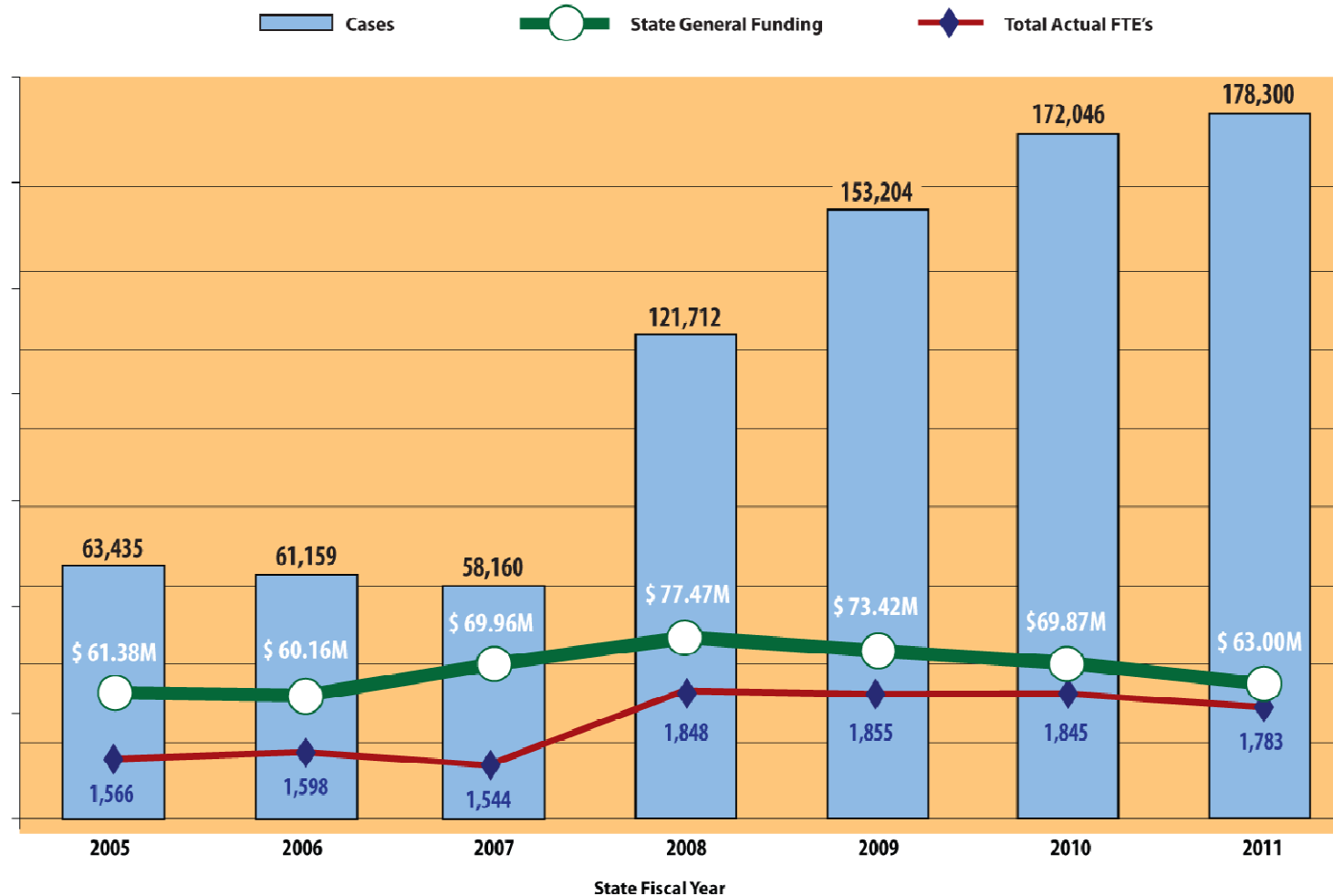
Department of Workforce Services

Kristen Cox, Executive Director



Department of Workforce Services

Public Assistance Caseloads, General Fund Allocation, and FTE's



Renewable Energy Business Summit – November 15, 2010



Department of Workforce Services

Economic Service Areas and Office locations



- Bear River
- Wasatch Front North
- Wasatch Front South
- Mountainland
- Uintah Basin
- Castle Country
- Southeast
- Central Utah
- Southwest



Department of Workforce Services Targeted Industries

Industry	Bear River	Wasatch Front North	Wasatch Front South	Mountainland	Central Utah	Southwest	Southeast	Castle Country	Uintah Basin
Healthcare (including supporting occupations)	•	•	•	•	•	•	•	•	•
Construction				•	•	•	•	•	•
Hospitality				•	•	•			•
Manufacturing	•			•	•	•			
Renewable Energy					•	•			
Retail							•		•
Tourism							•	•	
Energy			•					•	•
Financial			•	•					
Aerospace		•							
Customer service			•						
Education				•					
IT & Digital Media			•						
Mining							•		
Professional Services		•							
Transportation & Warehousing	•		•					•	